

Message Text

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FM SECSTATE WASHDC

TO AMCONSUL LAHORE

AMEMBASSY ISLAMABAD

UNCLAS STATE 074944

E.O. 11652: N/A

TAGS: BGEN , PK

SUBJ: GOVERNMENT REGULATIONS CONCERNING AGENCY AGREEMENTS

1. COMMERCE HAS RECEIVED INQUIRIES FROM SEVERAL U.S. COMPANIES, INCLUDING STEWART-WARNER, CONCERNING PAKISTAN'S REQUIREMENTS/PREFERENCE IN DEALING WITH EXCLUSIVE AGENTS.
2. STEWART-WARNER CORPORATION QUOTED A PRICE OF DOLS 103,000 FOR EIGHT PORTABLE SERVICE STATIONS TO THREE PAKISTANI FIRMS; GROUPE MARKETING LIMITED, AMERICAN LIFE BUILDING ANNEX, CKUHORIGAR ROAD, KARACHI; VINA EZ OF LAHORE; AND JAVED LIMITED OF KARACHI IN RESPONSE TO MACHINERY POOL CORPORATION, WAPDA LAHORE, TENDER NO. MPO C-106 EQUIP. 74. BIDS WERE OPENED 3/5/74; THE THREE FIRMS HAD QUOTED THE SAME PRICE. GROUPE MARKETING LIMITED WROTE STEWART-WARNER THAT "THE PURCHASER WILL BUY ONLY FROM AN AUTHORIZED AGENT OF THE MAKER." GROUPE MARKETING ALSO INTIMATES THAT THIS AND OTHER BUSINESS CAN BE SECURED ONLY BY AN EXCLUSIVE AGENT.

3. ACTION LAHORE: IS IT NECESSARY FOR STEWART-WARNER TO APPOINT AN AUTHORIZED AGENT OR EXCLUSIVE AGENT? IF SO, WHICH OF THE THREE FIRMS WOULD AAPDA PREFER?

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4. ACTION ISLAMABAD: GENERALLY, WHAT ARE THE REGULATIONS OR PREFERENCES OF GOVERNMENT AGENCIES IN DEALING WITH EXCLUSIVE AGENTS? WHAT BENEFITS CAN BE OBTAINED BY A U.S. COMPANY IN DEALING WITH AN EXCLUSIVE AGENT IN PAKISTAN? KISSINGER

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